

Message Text

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ORIGIN ARA-10

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ARA/EP:WCLARKE

COMMERCE:BIC/OIM/FMOLNAR

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FM SECSTATE WASHDC

TO AMEMBASSY QUITO

INFO AMCONSUL GUAYAQUIL

UNCLAS STATE 026163

E.O. 11652:N/A

TAGS: BEXP, EC

SUBJECT: VISIT OF LOCKHEED PRESIDENT

REF: QUITO 767

1. LOCKHEED OFFICIALS CONFIRM DETAILS REPORTED IN PARA 1
OF REFTEL. VISIT TO QUITO IS PART OF AN EXTENSIVE SERIES
OF SALES DEMONSTRATIONS IN VARIOUS LA CITIES TO BE CARRIED
OUT BY GROUP OF ABOUT 75 LOCKHEED AND ROLLS-ROYCE TECH-
NICIANS AND EXECUTIVES DURING PERIOD FEBRUARY 19 TO MARCH 6.

2. GROUP IS SCHEDULED TO ARRIVE FROM BARRANQUILLA, COLOMBIA
IN QUITO ON FEBRUARY 27 AT 2:40 PM. WILL PRESENT SALES
DEMONSTRATIONS TO SELECTED ECUADORIAN POTENTIAL CUSTOMERS
ON FEBRUARY 28, AND WILL DEPART AT 5:30 PM THAT DAY FOR
PANAMA CITY. AIRCRAFT TO BE DEMONSTRATED IS L-1011 TRI-
STAR (LEASED FROM TWA) WITH MODIFIED INTERIOR.

3. LOCKHEED-ROLLS-ROYCE ADVANCE GROUP IS CURRENTLY VISIT-
ING CITIES AT WHICH DEMONSTRATIONS WILL BE PRESENTED, AND
WAS SCHEDULED TO BE IN QUITO FEBRUARY 1-4 (LODGING AT QUITO
HOTEL). WE ASSUME GROUP CONTACTED US AND/OR UK EMBASSY AND
PROVIDED FURTHER DETAILS. KISSINGER
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